

"In the Spotlight" Jan. 25, Jan. 26, Jan. 27

# $37_{\mathrm{TH}}$ Convention Program

of the Western Retail
Lumbermen's Association
at the Fort Garry Hotel
WINNIPEG

# The NEW YEAR and a NEW ERA

If the individual lumber retailer will but bend his energies toward this end, there is every reason why 1928 should be a record year for building new homes, and a new year and a new era of progress and prosperity for the lumber industry.



One of Life's Great Moments - - Choosing the Plan

# Program

of the

37th Convention

of the

Western Retail Lumbermen's
Association

held at

Fort Garry Hotel
Winnipeg

January 25, 26 and 27

# Principal Guest Speaker



E. W. Beatty, K.C.
President of the Canadian Pacific Railway

# Important Pointers

Read them Carefully

First—All Convention sessions will be held in the Convention Hall, on the Seventh Floor of the Fort Garry Hotel. All sessions will start right on the dot of the hour indicated on the program; you will assist us greatly by being on time.

Second—The Registration Booth is located on the Seventh Floor—look for the sign. Here is where you register, secure your official badge admitting you into all sessions and where you surrender your railway certificate. Here also is where you secure your tickets for the Big Annual Lumbermen's Ball, on Friday night; price: gentlemen, \$1.50; ladies, \$1.00.

Third—On Wednesday evening, at 6-30 sharp, all lumbermen are extended an invitation by the Manitoba Gypsum Company to be their guests at an informal dinner in the Ballroom on the Seventh Floor. After the dinner, we are all to adjourn to the Convention Hall where a Smoker and Entertainment will be held, and which is also being staged by our good friends—the Manitoba Gypsum Company. For the Smoker you are quite welcome to invite any male friends you may have in the city. The Smoker will start at 8.30 p.m. sharp.

Fourth—Secure your ticket for the Hoo Hoo Banquet and Entertainment on Thursday night; price of tickets, \$1.50 each. All lumbermen, whether or not members of Hoo Hoo, are welcome. Also, be sure your application is in to become a member of Hoo Hoo; if you have a friend in the lumber business who is not already a Hoo Hoo, see you get his application.

Fifth—Don't fail to visit all the Association exhibits.

Beaver Board used in partitions of exhibit booths was

kindly donated by the Beaver Board Company.

Sixth—We want to impress upon our members that our Big Lumbermen's Party on Friday night is for lumbermen, their friends and lady friends only. PLEASE DO NOT INVITE OUTSIDERS. We expect you to co-operate with us in this matter.

#### Proceedings for

# Wednesday, January 25

10.00 a.m.—Opening Convention Address of Welcome by His Worship Dan McLean, Mayor of Winnipeg.

Minutes of the 36th Annual Convention.

President's Address: Roy G. Roberts, of The Monarch Lumber Company Ltd., Winnipeg. Secretary's Report and Financial Statement, Secretary-Treasurer Fred W. Ritter.

Appointment of all Convention Committees.

12.30 p.m.—Convention Luncheon—Ballroom, Seventh Floor. Tickets must be purchased at door; price, \$1.00 each. Special singing program.

Address by Hon. R. A. Hoey, Minister of Education, Provincial Government of Manitoba.

Kindly Note—All delegates are requested to deposit their railway certificates at the Registration Booth. THIS IS MOST IMPORTANT.

2.30 p.m.—Address by T. A. Wilson, Managing Director of the Western Manufacturing Company, Regina, Sask.

Subject: "Millwork in Modern Construction."

3.30 p.m.—Address by Rankin Leslie, Western Distributor for the Creo-Dipt Company.

Subject: "Remodelling and Rebeautifying."

4.30 p.m.—Annual Meeting of the Retail Lumbermen's Mutual Fire Insurance Company, in room to be announced.

5.30 p.m.—Official adjournment of first day session.

- 6.30 p.m.—Banquet in Ballroom, Seventh Floor, given by
  Manitoba Gypsum Company Ltd. All
  delegates are extended a hearty invitation.
- 8.30 p.m.—Smoker and Entertainment in Main Convention Hall, Seventh Floor. This is also being put on by our good friends, the Manitoba Gypsum Company Ltd. Everything free. Don't sit on your hands. Give enthusiastic applause to the artists.

#### Proceedings for

# Thursday, January 26

10.00 a.m.—Start of our open discussion sessions under the Chairmanship of Geo. E. Bowker, of Ponoka, Alta. To get full value out of these sessions, we want to hear from everybody.

Subjects listed for discussion:

(1) Our Code of Ethics:
What should constitute territorial rights?

(2) How best can the individual tie in with

our Advertising Campaign?

(3) Could short lengths be sold if they could be bought at a reasonable price?

(4) Would end matching help the sale of short length Flooring, Ceiling and Siding?

# "The folly of Going it Alone





One of the Great Lessons of Co-operation

(5) Would grade marking by the manufacturers be of any value to the retailer?

(6) What side-lines are profitable and do they increase the sale of lumber?

(7) What is considered the best up-to-date shed design and why?

(8) Is not a Free Plan Service a business

(9) What about a new Plan Book for 1929? What suggestions can you offer?

(10) How shall we meet the co-operative

buying movement?

(II) Are so-called "Snowbirds" in the Coal business a serious factor, and if so, how best can we meet this problem?

(12) Are lumber specials a detriment or a

benefit to the trade?

(13) How about the cost of unloading lumber? Are draymen charging too much for service rendered? If so, is there a remedy?

(14) Odd lengths in mouldings, casing, base, etc. Isn't there a big waste in certain

lengths?

(15) Would not show-rooms or windows be of some benefit to our business?

(16) Does the average lumber dealer use the power of suggestion enough to his customers?

(17) The practice of guaranteeing bills.

(18) How about the practice of some loan companies foreclosing and re-selling to

the debtor's wife in order to get rid of encumbrances on the title?

(19) Shingles as compared with patent

shingles or roofing.

(20) Shouldn't dealers encourage the use of zinc-coated shingle nails to insure better cedar shingle service?

(21) Is not our biggest mail-order problem in

millwork?

(22) Would cement handled in 50-pound sacks be better for the dealer?

(23) Would flooring, siding and ceiling be better handled in 4 pieces to a bundle instead of 6?

(24) Is it better for coal dealers to be licensed

or taxed?

(25) What are the relative merits of different securities: Mechanic's Liens, Mortgages, Bills of Sale, etc., etc.?

(26) Has the silo idea died out? If so, why?

12.30 p.m.—Convention Luncheon—Ballroom, Seventh Floor. Tickets can be purchased at door; price \$1.00 each. Community singing.

Address by E. W. Beatty, K.C., President of the Canadian Pacific Railway.

Kindly Note—Your railway certificate must be handed in immediately after lunch.

2.30 p.m.—Addresses by Coast and Mountain Manufacturers' Delegates.

You will get some real educational value

out of these addresses.

- 5.00 p.m.—Adjournment of second day session and visiting with all Convention exhibitors.
- 6.29 p.m.—Hoo Hoo Annual Banquet in Ballroom, Seventh Floor. Tickets, \$1.50 each. All lumbermen whether or not members of Hoo Hoo are cordially invited. There promises to be lots of fun and action.
- 8.59 p.m.—Hoo Hoo Concatenation in Main Convention
  Hall, Seventh Floor. If you are not already
  a Hoo Hoo, this is your chance to join a
  Nation-wide lumbermen's organization.

#### Proceedings for

# Friday, January 27

- 10.00 a.m.—Continuation of open discussion on subjects not already dealt with. This session will be under the Chairmanship of Geo. E. Bowker, of Ponoka, Alta.
- 12.30 p.m.—Convention Luncheon—Ballroom, Seventh Floor. Tickets can be secured at door, \$1.00 each. Special musical program.
  - Address by Rt. Rev. Msgr. T. W. Morton, Rector of St. Mary's Pro-Cathedral Church, Winnipeg.

- 2.30 p.m.—Election of Officers.

  Report of all Convention Committees.
- **4.00 p.m.**—Convention Hall, one-act playlet: "DOG-EAT-DOG," presented by a mixture of Sawdust Sellers.

#### THE CAST:

Mr. Smithers (Grower of Bulbs)......George Tompte Wholesaler.

Mr. Ransom (Manufacturer)..........Jack Garnett
T. R. Dunn Lumber Co. Ltd.

Mr. Goof (Building Contractor).....Albert Moore
The Monarch Lumber Co. Ltd.

Yelper (Marble Contractor)......James McCullough
H. S. Galbraith Lumber Co.

Howler (Plastering Contractor)....Leonard Stannard Empire Sash & Door Co. Ltd.

Al. Falfa (Sand and Gravel Contractor). Harry Turnbull
Turnbull & McManus, Ltd.

- **5.00 p.m.**—Adjournment of 37th Annual Convention, and Meeting of new Board of Directors, in Convention Hall.
- 9.00 p.m.—Big Annual Lumbermen's Ball with Dave Steele and his Orchestra.

Dance Floor Committee:

Douglas McNicol, Chairman.

Frank Dowse, M. McNicol, George Tompte, E. R. Moorhouse, Fred Hoover, Chas. McDiarmid, Harry Turnbull.

# Songs You All Know

### Everybody SING!

O CANADA

1

O Canada! Our home, our native land, True patriot love in all thy sons command. With glowing hearts we see thee rise, The True North, strong and free; And stand on guard, O Canada, We stand on guard for thee.

O Canada! O Canada! O Canada! We stand on guard for thee.

O Canada! We stand on guard for thee.

#### 2 WHEN IRISH EYES ARE SMILING

When Irish eyes are smiling, Sure it's like a morn in spring; In the lilt of Irish laughter You can hear the angels sing. When Irish hearts are happy All the world seems bright and gay, And when Irish eyes are smiling Sure they steal your heart away.

#### SHOW ME THE WAY TO GO HOME 3

Show me the way to go home, I'm tired and I want to go to bed; I had a little drink about an hour ago. And it went right to my head. Wherever I may roam, on land or sea or foam, You will always hear me singing this song, Show me the way to go home.

#### I LOVE A LASSIE

I love a lassie, a bonnie, bonnie lassie-She's as pure as the lily in the dell; She's as sweet as the heather, The bonnie, bloomin' heather, Mary, ma Scotch Blue Bell.

#### OLD FOLKS AT HOME

Way down upon the Swanee Ribber, Far, far away; Dere's wha my heart is turning ebber, Dere's wha de old folks stay.

All de world am sad and dreary, Eb'rywhere I roam; Oh, darkies, how my heart grows weary. Far from de old folks at home.

6 ANNIE LAURIE
Maxwellton's braes are bonnie
Where early fa's the dew,
And 'twas there that Annie Laurie
Gave me her promise true;
Gave me her promise true,
Which ne'er forgot will be,
And for Bonnie Annie Laurie
I'd lay me doon and dee.

#### 7 OLD BLACK JOE

Gone are the days
When my heart was young and gay,
Gone are my friends
From the cotton fields away;
Gone from the earth
To a better land I know—
I hear their gentle voices calling,
"Old Black Joe."

I'm coming, I'm coming,
For my head is bending low;
I hear those gentle voices calling,
"Old Black Joe."

8 IN THE EVENING BY THE MOONLIGHT
In the evening by the moonlight
You can hear those darkies singing;
In the evening by the moonlight
You can hear those banjos ringing.
How the old folks would enjoy it,
They would sit all night and listen
As we sang in the evening by the moonlight.

Oh! we ain't got a barrel of money,
Maybe we're ragged and funny,
But we'll travel along, singing a song,
Side by side.
Don't know what's coming tomorrow,
Maybe it's trouble and sorrow,
But we'll travel the road, sharing our load,
Side by side.
Through all kinds of weather, what if the skies should fall,
Just as long as we're rogether it doesn't matter at all.
When they've all had their quarrels and parted
We'll be the same as we started,
Just travelling along, singing a song,
Side by side.

10 A PERFECT DAY

When you come to the end of a perfect day,
And you sit alone with your thoughts—
While the chimes ring out with a carol gay—
For the joy that the day has brought;
Do you think what the end of a perfect day
Can mean to a tired heart?
When the sun goes down with a flaming ray
And the dear friends have to part.

11 SIDEWALKS OF NEW YORK

East side, west side, all around the town,
The tots sang ring a rosie,
Lond don Bridge is falling down,
Boys and girls together, me and Mamie Rorke,
Tripped the light fantastic
On the sidewalks of New York.

LOVE'S OLD, SWEET SONG

Just a song at twilight, when the lights are low. And the flick'ring shadows softly come and go; Tho' the heart be weary, sad the day and long, Still to us at twilight comes love's old song, Comes love's old, sweet song.

will be
FAIR and
JUST in my
relationship
with my
customer,
my
competitor
and with
those from
whom I
buy"

--a good resolution to keep during 1928 "keep its record ace-high during 1928" - -



the crest of Canada's great Retail Lumber Dealers' Association